

This report is prepared for the Warsaw Stock Exchange SA within the framework of the Analytical Coverage Support Program 4.0.

296/2025/AR/April 30, 2025

Company	LT fundamental recommendation	12M EFV (PLN)	ST market-relative bias	Analyst
Action	Buy	23.1	Neutral	Jakub K. Viscardi

Event: 4Q24 financial results released – in line with the preliminary showing; weaker yoy CFO.

On Tuesday, after the market session, Action released 4Q24 financial results.

- Revenues at PLN 760.7 million (up 5% yoy) correspond with the preliminary figures.
- The Company's **gross margin on sales** reached **8.4%** and was below our forecast at 8.6%, but still materially higher than preliminary monthly data released earlier which implied 7.7%
- **EBITDA at PLN 17.1 million** (down 9% yoy) was 2% lower than we expected, on the other hand, **EBIT at PLN 14.9 million** (down 11% yoy) turned to be 1% higher than our expectations.
- **The SG&A costs/ sales ratio** reached **6.5%** vs **6.7%** in 4Q23; we assumed that it might stay at **6.7%**.
- **The EBIT margin fell to 2.3%** from 2.6% a year ago and was in line with our expectations.
- The Company's gross profit was increased by capital gains of PLN 2 million.
- **Net profit reached PLN 14.3 million** (flat yoy) vs our forecast at PLN 12.3 million. The effective tax rate stood at 16.8% while we expected 19.0%.
- **Action generated positive CFO** in the discussed quarter, albeit materially weaker yoy: **PLN 17.8 million vs PLN 34.3 million** in 4Q23.

Action; 4Q24 financial results

IFRS, consolidated (PLN m)	4Q24	4Q24 (DM BOŚ forecast)	Results vs forecasts	4Q23	yoy chg
Gross profit on sales	64.1	65.1	→	64.8	-1%
Gross profit on sales margin	8.4%	8.6%	-	9.0%	-
EBITDA	17.1	17.4	→	18.9	-9%
EBITDA margin	2.3%	2.3%	-	2.6%	-
EBIT	14.9	14.7	→	16.7	-11%
EBIT margin	2.0%	1.9%	-	2.3%	-
Gross profit	17.1	15.1	↑	17.7	-3%
Gross margin	2.3%	2.0%	-	2.5%	-
Net profit	14.3	12.3	↑	14.2	0%
Net margin	1.9%	1.6%	-	2.0%	-

Source: Company, DM BOŚ SA

Expected impact: Neutral.

The report is not a recommendation within the meaning of Commission Delegated Regulation (EU) 2016/958 of 9 March 2016 supplementing Regulation (EU) No 596/2014 of the European Parliament and of the Council with regard to regulatory technical standards for technical arrangements for objective presentation of investment recommendations or other information recommending or suggesting an investment strategy and for disclosure of particular interests or indications of conflicts of interest.